

Message Text

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12

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INFO SECSTATE WASHDC 8587

AMEMBASSY COPENHAGEN

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UNCLAS STOCKHOLM 4879

FOR: BIC/OIM:TRAFTON

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: STATUS REPORT FOR POLLUTION CONTROL EXHIBITION,
DEC 6-10, 1976

1. PA RECEIVED:

BIRGER CARLSSON & CO AB (OTM) REPRESENTING:

A) ENERGETICS SCIENCE WORLD TRADE INC (OTM)

B) BACHARACH INSTRUMENT COMPANY (OTM)

C) QUEST ELECTRONICS (OTM)

D) BIOMARINE INDUSTRIES INC (OTM)

E) LUMIDOR PRODUCTS CORP (OTM)

2. VERBAL AGREEMENTS TO PARTICIPATE WERE MADE BY THE
FOLLOWING:

A) AB SVENSKA MASKINVERKEN REPRESENTING ANDCO-TORRAX

B) ING. FIRMA H. RUDBERG AB REPRESENTING ECOLOGIC INSTR.

C) HEWLETT-PACKARD AB

3. FOLLOWING WANT TO PARTICIPATE AND ARE CONTACTING
US PRINCIPALS FOR CONCURRENCE AND COOPERATION:

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A) SCAN-AGENT AB, MULTI-ACCOUNT AGENT

- B) OLEICO LIFE GUARD AB, MULTI-ACCOUNT AGENT
- C) CHEMOFERM AB, MULTI-ACCOUNT AGENT

4. FOLLOWING COMPANIES CONSIDERED GOOD LEADS:

- A) IVAB, SMALL MULTI-ACCOUNT AGENT, NEGOTIATING WITH US COMPANY
- B) PERKIN-ELMER AB, WILL DECIDE AFTER SALES MEETING SEPT 10,1976
- C) CAMFIL AB, SUBSIDIARY TO CAMBRIDGE FILTER CORP
- D) UNION CARBIDE NORDEN AB, DECISION RESTS WITH OVERSEAS MANAGEMENT
- E) FR. RAMSTROM AB, AGENT FOR MINE SAFETY APPLIENCES, WILL DECIDE SOON.
- F) PEABODY ENVIRONMENTAL SYSTEM, SWEDISH REP POSITIVE - DECISION WITH LONDON OFFICE
- G) AF ANNEL EL O. KOMPRESSOR AB, REPRESENTING ITT PNEUMOTIVE
- H) MASKINTEKNIK A/S, REPRESENTING DUPONT DIVISION FOR ANALYZING INSTRUMENTS
- I) WATERS ASSOCIATES AB

5. WE HAVE CONTACTED APPROX 50 COMPANIES AND WILL CONTACT 50 MORE IN NEXT FEW DAYS.

6. WE HAVE ALSO REFERRED TO AMEMBASSY COPENHAGEN NINE DANISH AGENTS REPRESENTING NINE US FIRMS FOR PROCUREMENT FOLLOW-UP.
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NNN

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Margaret P. Grafeld
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